



**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

And:

**PinPoint Media, Inc (B)**  
**1707 Osage St, Ste 103**  
**Alexandria, VA 22302**

# CONTRACT

<u>Contract / Revision</u> 1776575 /		<u>Alt Order #</u> 08713502
<u>Product</u> STRANGE/NRSC		
<u>Contract Dates</u> 07/11/17 - 07/20/17		<u>Estimate #</u> 806
<u>Advertiser</u> POL/Strange, Luther/R/Senator/AL		<u>Original Date / Revision</u> 08/28/17 / 08/28/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u> 9915283	<u>Advertiser Code</u> 63	<u>Product 1/2</u> 79
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WSFA	07/14/17	07/14/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$275.00				
2	WSFA	07/14/17	07/14/17	NBC Today Show 3	10-11am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$50.00				
3	WSFA	07/14/17	07/14/17	Tonight Show	1035-1135pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$115.00				
4	WSFA	07/14/17	07/14/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$30.00				
5	WSFA	07/14/17	07/14/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$100.00				
6	WSFA	07/14/17	07/14/17	Judge Judy 2nd Run	3-330p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$60.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	07/10/17-07/16/17	Judge Judy 2nd Run	3-330p	-----F----	:30		\$60.00	NM		
				Credited								
7	WSFA	07/14/17	07/14/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$60.00				
8	WSFA	07/14/17	07/14/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$100.00				
9	WSFA	07/14/17	07/14/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		07/10/17	07/16/17	----1--	1			\$350.00				

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**(334) 288-1212**

<u>Contract / Revision</u>	<u>Alt Order #</u>
1776575 /	08713502

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
07/11/17 - 07/20/17	STRANGE/NRSC	806

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S:	08/28/17 / 08/28/17

www.wsfa.com

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
10	WSFA	07/14/17	07/14/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	----1--				1	\$175.00			
11	WSFA	07/14/17	07/14/17	Entertainment Tonight	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	----1--				1	\$215.00			
12	WSFA	07/14/17	07/14/17	NBC Today Show	7-9am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	----2--				2	\$115.00			
13	WSFA	07/14/17	07/14/17	NBC Today 2	9-10am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	----1--				1	\$50.00			
14	WSFA	07/17/17	07/17/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$275.00			
15	WSFA	07/17/17	07/17/17	NBC Today Show 3	10-11am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$50.00			
16	WSFA	07/17/17	07/17/17	Tonight Show	1035-1135pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$115.00			
17	WSFA	07/17/17	07/17/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$30.00			
18	WSFA	07/17/17	07/17/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$30.00			
19	WSFA	07/17/17	07/17/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$100.00			
20	WSFA	07/17/17	07/17/17	Judge Judy 2nd Run	3-330p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$60.00			
21	WSFA	07/17/17	07/17/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$60.00			
22	WSFA	07/17/17	07/17/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$75.00			
23	WSFA	07/17/17	07/17/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$185.00			
24	WSFA	07/17/17	07/17/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$100.00			
25	WSFA	07/17/17	07/17/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$350.00			
26	WSFA	07/17/17	07/17/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$175.00			
27	WSFA	07/17/17	07/17/17	Entertainment Tonight	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$215.00			
28	WSFA	07/17/17	07/17/17	NBC Today Show	7-9am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	2-----				2	\$115.00			
29	WSFA	07/17/17	07/17/17	NBC Today 2	9-10am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	1-----				1	\$50.00			
30	WSFA	07/15/17	07/15/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	1	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1-				1	\$80.00			
31	WSFA	07/15/17	07/15/17	NBC Saturday Today Show	6-8am		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1-				1	\$45.00			
32	WSFA	07/16/17	07/16/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1				1	\$90.00			
33	WSFA	07/16/17	07/16/17	NET NBC Sunday Today Shc	7-8a		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1				1	\$45.00			
34	WSFA	07/16/17	07/16/17	NET NBC Meet The Press	8-9a		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1				1	\$45.00			
35	WSFA	07/16/17	07/16/17	WSFA News Sunday AM	9-930a		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-----1				1	\$20.00			
36	WSFA	07/13/17	07/13/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$275.00			
37	WSFA	07/13/17	07/20/17	NBC Today Show 3	10-11am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$50.00			
Week:		07/17/17	07/23/17	---1---				1	\$50.00			
38	WSFA	07/13/17	07/20/17	Tonight Show	1035-1135pm		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$115.00			
Week:		07/17/17	07/23/17	---1---				1	\$115.00			
39	WSFA	07/13/17	07/20/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$30.00			
Week:		07/17/17	07/23/17	---1---				1	\$30.00			

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1776575 /	08713502

Contract Dates	Product	Estimate #
07/11/17 - 07/20/17	STRANGE/NRSC	806

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
40	WSFA	07/13/17	07/13/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$30.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	07/10/17-07/16/17	ALABAMA LIVE @ 1130AM	1130A-12P	----Th-----	:30		<del>\$30.00</del>	NM		
	Credited											
41	WSFA	07/13/17	07/13/17	WSFA 12 News at Noon	12-1230pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	07/10/17-07/16/17	WSFA 12 News at Noon	12-1230pm	----Th-----	:30		<del>\$100.00</del>	NM		
	Credited											
42	WSFA	07/13/17	07/20/17	Judge Judy 2nd Run	3-330p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	07/10/17-07/16/17	Judge Judy 2nd Run	3-330p	----Th-----	:30		<del>\$60.00</del>	NM		
	Credited											
Week:		07/17/17	07/23/17	---1---				1	\$60.00			
43	WSFA	07/13/17	07/13/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$60.00			
44	WSFA	07/13/17	07/13/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$75.00			
45	WSFA	07/13/17	07/20/17	Today in Alabama 530a	528am-6am		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$100.00			
Week:		07/17/17	07/23/17	---1---				1	\$100.00			
46	WSFA	07/13/17	07/13/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$350.00			
47	WSFA	07/13/17	07/20/17	Today In Alabama	6a-7a		:30			NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$175.00			
Week:		07/17/17	07/23/17	---1---				1	\$175.00			
48	WSFA	07/13/17	07/20/17	Entertainment Tonight	630-7p		:30			NM	2	\$430.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$215.00			
Week:		07/17/17	07/23/17	---1---				1	\$215.00			
49	WSFA	07/13/17	07/20/17	NBC Today Show	7-9am		:30			NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---2---				2	\$115.00			
Week:		07/17/17	07/23/17	---2---				2	\$115.00			
50	WSFA	07/13/17	07/20/17	NBC Today 2	9-10am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u> 1776575 /		<u>Alt Order #</u> 08713502
<u>Contract Dates</u> 07/11/17 - 07/20/17	<u>Product</u> STRANGE/NRSC	<u>Estimate #</u> 806
<u>Advertiser</u> POL/Strange, Luther/R/S		<u>Original Date / Revision</u> 08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	---1---				1	\$50.00			
Week:		07/17/17	07/23/17	---1---				1	\$50.00			
51	WSFA	07/11/17	07/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$275.00			
52	WSFA	07/11/17	07/18/17	NBC Today Show 3	10-11am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$50.00			
Week:		07/17/17	07/23/17	-1-----				1	\$50.00			
53	WSFA	07/11/17	07/18/17	Tonight Show	1035-1137pm		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$115.00			
Week:		07/17/17	07/23/17	-1-----				1	\$115.00			
54	WSFA	07/11/17	07/11/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$30.00			
55	WSFA	07/11/17	07/11/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$30.00			
56	WSFA	07/11/17	07/18/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$100.00			
Week:		07/17/17	07/23/17	-1-----				1	\$100.00			
57	WSFA	07/11/17	07/18/17	Judge Judy 2nd Run	3-330p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$60.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	07/10/17-07/16/17	Judge Judy 2nd Run	3-330p	-Tu-----	:30		<del>\$60.00</del>	NM		
	Credited											
Week:		07/17/17	07/23/17	-1-----				1	\$60.00			
58	WSFA	07/11/17	07/11/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$60.00			
59	WSFA	07/11/17	07/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$185.00			
60	WSFA	07/11/17	07/18/17	Today in Alabama 530a	528am-6am		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$100.00			
Week:		07/17/17	07/23/17	-1-----				1	\$100.00			
61	WSFA	07/11/17	07/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$350.00			
62	WSFA	07/11/17	07/18/17	Today In Alabama	6a-7a		:30			NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$175.00			

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**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

Contract / Revision	Alt Order #
1776575 /	08713502

Contract Dates	Product	Estimate #
07/11/17 - 07/20/17	STRANGE/NRSC	806

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/17/17	07/23/17	-1-----				1	\$175.00			
63	WSFA	07/11/17	07/18/17	Entertainment Tonight	630-7p		:30			NM	2	\$430.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$215.00			
Week:		07/17/17	07/23/17	-1-----				1	\$215.00			
64	WSFA	07/11/17	07/18/17	NBC Today Show	7-9am		:30			NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-2-----				2	\$115.00			
Week:		07/17/17	07/23/17	-2-----				2	\$115.00			
65	WSFA	07/11/17	07/18/17	NBC Today 2	9-10am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-1-----				1	\$50.00			
Week:		07/17/17	07/23/17	-1-----				1	\$50.00			
66	WSFA	07/12/17	07/19/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	2	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$275.00			
Week:		07/17/17	07/23/17	--1----				1	\$275.00			
67	WSFA	07/12/17	07/19/17	NBC Today Show 3	10-11am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$50.00			
Week:		07/17/17	07/23/17	--1----				1	\$50.00			
68	WSFA	07/12/17	07/19/17	Tonight Show	1035-1135pm		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$115.00			
Week:		07/17/17	07/23/17	--1----				1	\$115.00			
69	WSFA	07/12/17	07/19/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$30.00			
Week:		07/17/17	07/23/17	--1----				1	\$30.00			
70	WSFA	07/12/17	07/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$100.00			
71	WSFA	07/12/17	07/19/17	Judge Judy 2nd Run	3-330p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$60.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	07/10/17-07/16/17	Judge Judy 2nd Run	3-330p	---W-----	:30	<del>\$60.00</del>	NM		
Credited												
Week:		07/17/17	07/23/17	--1----				1	\$60.00			
72	WSFA	07/12/17	07/19/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	2	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$60.00			
Week:		07/17/17	07/23/17	--1----				1	\$60.00			
73	WSFA	07/12/17	07/12/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$185.00			

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www.wsfa.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
1776575 /	08713502

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
07/11/17 - 07/20/17	STRANGE/NRSC	806

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
74	WSFA	07/12/17	07/19/17	Today in Alabama 530a	528am-6am		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$100.00			
Week:		07/17/17	07/23/17	--1----				1	\$100.00			
75	WSFA	07/12/17	07/12/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$350.00			
76	WSFA	07/12/17	07/19/17	Today In Alabama	6a-7a		:30			NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$175.00			
Week:		07/17/17	07/23/17	--1----				1	\$175.00			
77	WSFA	07/12/17	07/12/17	Entertainment Tonight	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$215.00			
78	WSFA	07/12/17	07/19/17	NBC Today Show	7-9am		:30			NM	4	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--2----				2	\$115.00			
Week:		07/17/17	07/23/17	--2----				2	\$115.00			
79	WSFA	07/12/17	07/19/17	NBC Today 2	9-10am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	--1----				1	\$50.00			
Week:		07/17/17	07/23/17	--1----				1	\$50.00			
80	WSFA	07/11/17	07/14/17	WSFA 12 News at Five	5-530pm		:30			NM	2	\$370.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-TWTF--				2	\$185.00			
81	WSFA	07/11/17	07/14/17	Today in Alabama 5am	5-530a		:30			NM	2	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-TWTF--				2	\$85.00			
82	WSFA	07/11/17	07/14/17	Today in Alabama 430am	430-5a		:30			NM	2	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		07/10/17	07/16/17	-TWTF--				2	\$5.00			
<b>Totals</b>											<b>115</b>	<b>\$13,615.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/26/17 - 07/20/17	115	\$13,615.00	(\$2,042.25)	\$11,572.75
<b>Totals</b>	<b>115</b>	<b>\$13,615.00</b>	<b>(\$2,042.25)</b>	<b>\$11,572.75</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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FAX# 703-516-9680

REP HEADLINE# 8713502 TRF# 1776575  
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET HARRIS REPORT FROM REP  
 \*\*\*CHANGES\*\*\* AUG28/17 11.58  
 \*\*\* WSFA-TV \*\*\*

ADV #	ADV. NAME	POLI/STRANGE-NRSC/R/SEN/AL	REP. #	OFF. #	SALESMAN #
AGY #	AGY. NAME	PINPOINT MEDIA	BUYER NAME	DANETTE SEGROVES	

1707 OSAGE STREET SUITE 103	SALES PRSN WA- RYAN EDDINS (H)
ALEXANDRIA, VA 22302	

ORDER #	CONTRACT # 8713502	CLASS: NATL.	LOCAL	REGIONAL
PRDCT	STRANGE/NRSC	EST#806	COMMENTS: (LINE, ORDER, INVOICE)	

FLIGHT DATES	JUL11/17	JUL20/17	WK-2
CITY TAX	_____	STATE TAX	_____
		CO-OP BILLING NEEDED	_____
		DATE	AUG28/17 11.58

REP: REVISED ORDER  
M1 OKD AS A CREDIT  
PREVIOUS TTL \$13,985  
REVISED TTL, \$13,615  
\$370 WILL BE CREDITED  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

STRANGE/NRSC

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
AGENCY ADVERTISER CODE = 63												
AGENCY PRODUCT CODE = 79												
AGENCY EST# = 806												
6	S		300P-330P	30		\$60.00	7/14	7/14	0		FRI	0
PROGRAM : JUDGE JUDY												
CON COM1: JUDGE JUDY												
CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL14												

FAX# 703-516-9680

REP HEADLINE# 8713502 TRF# 1776575  
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

CREDIT ADVISORY: AGENCY  
ORDER WORKSHEET

CREDIT RISK !!  
HARRIS REPORT FROM REP

AUG28/17 11.58  
\*\*\* WSFA-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
40	S		1130A-1200N	30		\$30.00	7/13	7/13	0		THU	0
PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL13												
41	S		1200N-1230P	30		\$100.00	7/13	7/13	0		THU	0
PROGRAM : WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL13												
42	ES		300P-330P	30		\$60.00	7/13	7/13	0		THU	0
42	ES		300P-330P	30		\$60.00	7/20	7/20	1		THU	1
PROGRAM : JUDGE JUDY CON COM1: JUDGE JUDY CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL13												
57	ES		300P-330P	30		\$60.00	7/11	7/11	0		TUE	0
57	ES		300P-330P	30		\$60.00	7/18	7/18	1		TUE	1
PROGRAM : JUDGE JUDY CON COM1: JUDGE JUDY CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL11												
71	ES		300P-330P	30		\$60.00	7/12	7/12	0		WED	0
71	ES		300P-330P	30		\$60.00	7/19	7/19	1		WED	1
PROGRAM : JUDGE JUDY CON COM1: JUDGE JUDY CREDIT TAKEN FOR 1 SPOT(S) MISSED JUL12												
STATION MAKEGOOD OFFERS:												
M1	OK'D		BUY#6				JUL14		30S	\$60.00		
			BUY#40				JUL13		30S	\$30.00		
			BUY#41				JUL13		30S	\$100.00		
			BUY#42				JUL13		30S	\$60.00		
			BUY#57				JUL11		30S	\$60.00		
			BUY#71				JUL12		30S	\$60.00		
OFFER: NONE CMT: 8/14 THIS IS A RESEND. NA DUE TO PROGRAM CHANGES PLEASE CREDIT AND WE CMT: WILL ADD TO ONE OF THEIR CURRENT SKEDS. PLEASE CONFIRM. THANKS, DENICE												

REP HEADLINE# 8713502TRF# 1776575\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9387CREDIT ADVISORY: AGENCY CREDIT RISK !!!ORDER WORKSHEET

FAX# 703-516-9680

AUG28/17 11.58\*\*\* WSFA-TV \*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
JUL/17			13615.00									
MARKET TOTALS			\$28,540	WSFA	49%	WNCF 8% ESFA 0%	WAKA 31% EAKA 0%	WCOV 12% CABL 0%	WBMM 0% WIYC 0%			
ESTIMATED SHARES												
SVC- NSI												
DEMOS- RA35+*												
MOD CODE	A-ADD	B-BUY	TYPE	C-CANCELLED	DE-DELETE	E-EFF DATES	L-LENGTH	M-MAKEGOOD	N-PROGRAM	NAME		
P-CLASS,PLAN,SECT	Q-PAID	PGM	R-RATE	S-SPOTS	PER WEEK	T-TIME	X-LATE	Y-DAYS	Z-COMMENTS	*-MULTIPLE		

CONTRACT TOTAL13615.00

TOTAL SPOTS115

REP HEADLINE# 8713502 TRF# 1776575 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 0: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM STATION AUG28/17 12.39  
\*\*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/STRANGE-NRSC/R/SEN/AL REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES  
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)  
ALEXANDRIA, VA 22302

ORDER # \_\_\_\_\_ CONTRACT # 8713502 CLASS: NATL. LOCAL REGIONAL  
PRDCT STRANGE/NRSC EST#806 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES JUL11/17 JUL20/17 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG28/17 12.39

REP: REVISED ORDER  
M1 OKD AS A CREDIT  
PREVIOUS TTL \$13,985  
REVISED TTL, \$13,615  
\$370 WILL BE CREDITED  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

STRANGE/NRSC  
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  
STATION MAKEGOOD OFFERS:  
M1 OK'D BUY#6 MISSED:FRI/300P-330P JUL14 30S \$60.00 (AUG14/17)  
BUY#40 THU/1130A-1200N JUL13 30S \$30.00  
BUY#41 THU/1200N-1230P JUL13 30S \$100.00  
BUY#42 THU/300P-330P JUL13 30S \$60.00  
BUY#57 TUE/300P-330P JUL11 30S \$60.00  
BUY#71 WED/300P-330P JUL12 30S \$60.00  
OFFER: NONE  
CMT:8/14 THIS IS A RESEND. NA DUE TO PROGRAM CHANGES PLEASE CREDIT AND WE  
CMT:WILL ADD TO ONE OF THEIR CURRENT SKEDS. PLEASE CONFIRM.THANKS, DENICE

CONTRACT TOTAL 13615.00  
TOTAL SPOTS 115